

INTEGRATION PARTNERS CHOOSES IAAS PROFESSIONAL SERVICES TO AUGMENT CLOUD TEAM



Industry
Information
Technology
and Services

Location
Lexington, MA

Employees
400

Founded
1999

Website
[IntegrationPartners.com](https://www.integrationpartners.com)

The Company

Integration Partners is a nationwide IT engineering services and solutions firm. They specialize in open and scalable solutions—and provide cloud, security, collaboration, core infrastructure and managed services for enterprises in industries such as healthcare, education and government.

The Challenge

Integration Partners relies on a small, talented team of cloud architects. However, with a smaller team comes bandwidth limitations for larger projects. Multiple projects sometimes come in at the same time, forcing Integration Partners to either reject some projects or take on longer lead times. They needed a way to scale up as needed to take on more and larger projects.

“It’s a great problem to have,” said Matthew Gregg, cloud practice lead for Integration Partners. “You can always hire more people—but in this competitive marketplace, it can be challenging to get qualified candidates in timely manner. The business need is there to grow the team, but meanwhile, we need to serve our customers.”

“It’s critical that we’re able to deliver our cloud offerings today while we grow out our team. What IaaS Professional Services allows us to do is answer some of those business challenges.”

Matthew Gregg

▶ Cloud Practice Lead,
AWS Integration Partners

The Solution

Although they looked at several possible partners to help them scale, they ended up choosing Ingram Micro's IaaS Professional Services. Why?

"In short, the answer was simplicity," Gregg said. He explained that the company had previously been a partner of Ingram Micro for some time, plus the Ingram Micro team is easy to work with. They chose Ingram Micro Cloud's IaaS Professional Services' Architecture and Design services because they aligned well with Integration Partners' other cloud offerings.

"It's a means for scalability, almost an extension of our team," Gregg said. By tapping into IaaS Professional Services' Architecture and Design services with Ingram Micro, Integration Partners was able to offload specific tasks and focus on all the other projects they were undertaking for the customer.

"It effectively augmented our team—we didn't have to hire someone and wait for them to onboard," Gregg said. "With IaaS Professional Services, we could have someone come in and help us meet our deadlines with our customer."

The Results

In a competitive job market, it's tough to find, hire and onboard the staff needed for complex cloud projects. Now in partnership with Ingram Micro Cloud, Integration Partners can confidently sell more services with the knowledge that they have the ability to deliver on them by augmenting their team with IaaS Professional Services. It addressed their bandwidth concerns and allows them to take on more business—now.

"From a competitive standpoint, we can say 'yes' in scenarios where we previously would have had to say 'no,'" Gregg said. "It absolutely allows us to take on more business in a shorter timeframe." Gregg said Integration Partners plans to expand its use of IaaS Professional Services in the future. For instance, they're now able to provide AWS managed services right out of the gate.

"We don't need to wait to grow our team out," Gregg said. "Instead of the chicken and egg of having to justify the business case for hiring, we can effectively sell these services now with the team that we have, scale

“From a competitive standpoint, we can say ‘yes’ in scenarios where we previously would have had to say ‘no.’”

Matthew Gregg

► *Cloud Practice Lead,
AWS Integration Partners*

